Community Hospital Norwood / Attleboro Region

Sturdy Memorial Hospital is a non-profit, acute care community hospital. It is a mid-size hospital in Massachusetts, with 149 staffed beds. Sturdy Memorial is located in the Norwood/Attleboro region and represents 43% of all acute hospital staffed beds in the region.

PATIENTS Over half of all inpatient cases treated at Sturdy Memorial Hospital are from Attleboro and North Attleboro.

INPATIENT SERVICES Compared with other community hospitals, Sturdy Memorial treats a slightly greater proportion of lower-severity cases. In FY12, it accounted for 34% of all inpatient discharges from acute hospitals within the Norwood/Attleboro region. Of note, based on its most common FY12 inpatient cases (DRGs), Sturdy Memorial Hospital treated 65% of all Newborn & Delivery cases and 61% of all Knee Joint Replacement cases in the Norwood/Attleboro region.

FINANCIAL PERFORMANCE Sturdy Memorial's total revenue in FY12 was \$174 million. Its FY12 public payer mix was 61%, higher than the average community hospital. Sturdy Memorial's FY12 inpatient cost[‡] per case mix adjusted discharge was \$9,944, approximately 3% lower than the average community hospital. Sturdy Memorial's CY12 average commercial payer price level was at the 64th percentile, higher than the average community hospital. It earned a surplus of \$20.5 million (11.8% total margin) in FY12, its highest in the FY08 to FY12 period, and it earned a surplus each year in this period.

AT A GLANCE

TOTAL STAFFED BEDS: 149, mid-size acute hospital

% OCCUPANCY: 50%, < cohort avg. (62%)
TOTAL REVENUE in FY12: \$174 million

PUBLIC PAYER MIX: 61% (Non-DSH* Hospital)

SPECIAL PUBLIC FUNDING: ICB[®]

TAX STATUS: Non-profit

TRAUMA CENTER DESIGNATION: Not Applicable

CY12 COMMERICIAL PAYER PRICE LEVEL: 64th Percentile

CASE MIX INDEX in FY12: 0.82, > cohort avg. (0.81); < statewide (1.06)

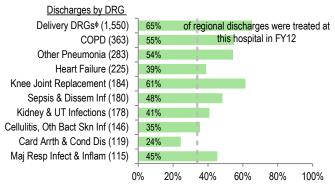
INPATIENT: OUTPATIENT REVENUE in FY12: 30%:70%

TOTAL MARGIN in FY12: 11.8% (\$20.5 million)

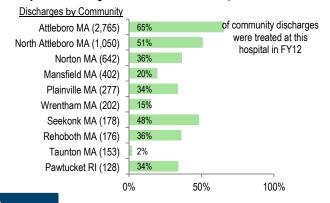
CHANGE in OWNERSHIP (FY08-FY12): Not Applicable

SERVICES

What were the most common inpatient cases (DRGs) treated at the hospital? What proportion of the region's cases did this hospital treat for each service?



Where did most of the hospital's inpatients reside? What proportion of each community's total discharges were attributed to this hospital?



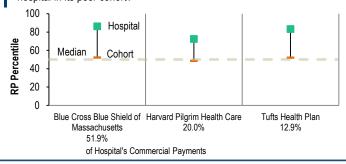
PAYER MIX

What was the hospital's overall payer mix (gross charges) in FY12, and how does this hospital compare to the average acute hospital's payer mix?

- - Hospital (6,760) = 34% of total regional discharges



What were the hospital's CY12 payer-specific relative price levels for its top three commercial payers? How does this hospital compare to the average hospital in its peer cohort?



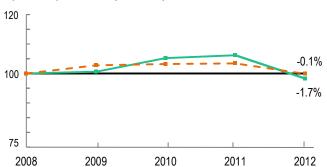
For descriptions of the metrics, please see Technical Appendix.

Cohort: Community Hospital

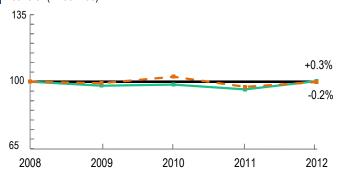
UTILIZATION TRENDS

Hospital
- Peer Cohort

How has the volume of the hospital's inpatient discharges changed compared to FY08, and how does this hospital compare to the average hospital in its peer cohort? (FY08=100)

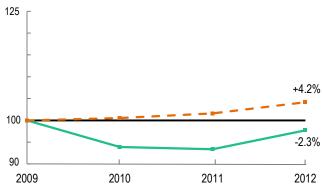


How has the volume of the hospital's outpatient visits changed compared to FY08, and how does this hospital compare to the average hospital in its peer cohort? (FY08=100)

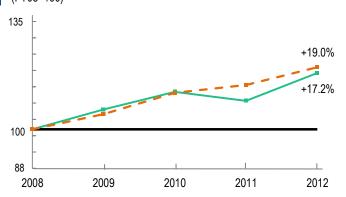


COST TRENDS

How has the hospital's inpatient cost[‡] per case mix adjusted discharge changed compared to FY09, and how does this hospital compare to the average hospital in its peer cohort? (FY09=100)



How have the hospital's total outpatient costs changed compared to FY08, and how does this hospital compare to the average hospital in its peer cohort? (FY08=100)

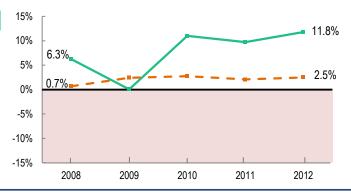


FINANCIAL PERFORMANCE

How have the hospital's total revenue and costs changed between FY08 and FY12?

| Revenue, Cost & Profit/Loss (in millions) | | | | | |
|---|---------------|----------|------------|----------|-------------------|
| FY | Total Revenue | % Change | Total Cost | % Change | Total Profit/Loss |
| 2008 | \$147 | | \$138 | | \$9.2 |
| 2009 | \$144 | (2.6%) | \$144 | 3.9% | \$0.1 |
| 2010 | \$167 | 15.9% | \$148 | 3.2% | \$18.3 |
| 2011 | \$164 | (1.5%) | \$148 | (0.0%) | \$15.9 |
| 2012 | \$174 | 5.8% | \$153 | 3.4% | \$20.5 |

What was the hospital's total margin between FY08 and FY12, and how does this compare to the median of its peer cohort hospitals?



For descriptions of the metrics, please see Technical Appendix.

- [‡] Costs were adjusted to exclude direct medical education costs and physician compensation.
- * Disproportionate Share Hospitals (DSH) receive a minimum of 63% of gross patient service revenue from public payers.
- ⁶ For more information on Infrastructure and Capacity Building (ICB) special funding, please contact the Massachusetts Executive Office of Health and Human Services (EOHHS).
- * Delivery DRG includes Cesarean and Vaginal Deliveries, and Neonate DRG.

For more information, please contact:

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[†] Average Hospital does not include Specialty hospitals.